1979 EDITORIAL INDEX

The following index is a comprehensive listing, arranged alphabetically, of the editorial contents of 15 monthly issues (October 1978 through December 1979) of Fence Industry magazine that have been published since last year's directory. Included in this index are entries for all feature articles, cross-referenced by title, author and subject; and departmental material including Editor's View, Publisher's Memo, IFIA news, Foreign Notes, Industry News, New Products and Trade Literature. Beginning with this issue, the editorial directory will be published in each January issue of the magazine.

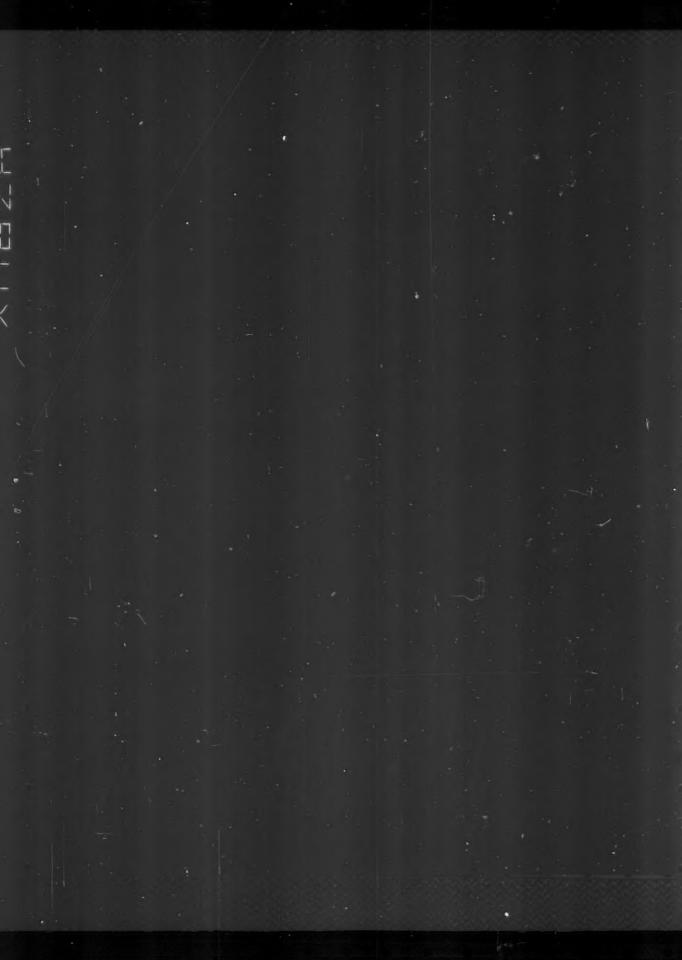
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| Fencing & Recreation June 6 Fencing For the City Oct. 19 Fencing That Saved Historic Underground Atlanta Dec. 78 7 Government Required Fencing Oct. 4 Highway Fencing & Barriers Today Historical Perspective Historical Perspective Nov. 78 4 How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars Industry Promotions & Public Relations. Industrial Psychology & Hiring Dec. 6 It's Official Oct. 19 Look At Today's Security Fencing Aug. 18 Look At Today's Security Fencing Aug. 18 Look At Today's Security Fencing Aug. 18 Cooking Ahead Security Fencing Aug. 18 Dec. 78 20 Security Sixth Annual Fence Dealer Survey Sept. 36 Welcome, Les Bearss Aug. 8 Welcome, Les Bearss Aug. 8 Construction Costs Up Journal Block Convention Audited (Wire) Journal Block Courts Approve Investment Credit for Protective Fencing—Julian Block Cushman, Ruth Carol Fence Posts of Stone Czechoslovakia Prelabricated Aluminum Fences Exported. Dec. 78 32: Aug. 36 D Davis-Walker Co. Building New Plant Aug. 22 To Expand Dec. 78 32: Apr. 57 | Fencing | June 22 |
| Government Required Fencing. Highway Fencing & Barriers Today. Historical Perspective. How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars. Imports & the Fence Industry. Industry Promotions & Public Relations. Industrial Psychology & Hiring. Look At Today's Security Fencing. Look At Today's Security Fencing. Looking Ahead. Management and Business Practices. Materials Handling: An Industry Perspective. Security. Saltal Business Problems. Security. Small Business Problems. Sent Annual Fence Dealer Survey. Small Business Problems. Sent Aconstruction Contract Gain Expected. Convention Audited (Wire). Courts Approve Investment Credit for Protective Fencing—Julian Block. Cushman, Ruth Carol Fence Posts of Stone. Czechoslovakia Prefabricated Aluminum Fences Exported. D Davis-Walker Co. Building New Plant. Dec. 78 32: Apr. 57 | Fencing & Recreation | June 6 |
| Government Required Fencing. Highway Fencing & Barriers Today. Historical Perspective. How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars. Imports & the Fence Industry. Industry Promotions & Public Relations. Industrial Psychology & Hiring. Look At Today's Security Fencing. Look At Today's Security Fencing. Looking Ahead. Management and Business Practices. Materials Handling: An Industry Perspective. Security. Saltal Business Problems. Security. Small Business Problems. Sent Annual Fence Dealer Survey. Small Business Problems. Sent Aconstruction Contract Gain Expected. Convention Audited (Wire). Courts Approve Investment Credit for Protective Fencing—Julian Block. Cushman, Ruth Carol Fence Posts of Stone. Czechoslovakia Prefabricated Aluminum Fences Exported. D Davis-Walker Co. Building New Plant. Dec. 78 32: Apr. 57 | Fencing For the City | Oct. 19 |
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| Government Required Fencing. Highway Fencing & Barriers Today. Historical Perspective. How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars. Imports & the Fence Industry. Industry Promotions & Public Relations. Industrial Psychology & Hiring. Look At Today's Security Fencing. Look At Today's Security Fencing. Looking Ahead. Management and Business Practices. Materials Handling: An Industry Perspective. Security. Saltal Business Problems. Security. Small Business Problems. Sent Annual Fence Dealer Survey. Small Business Problems. Sent Aconstruction Contract Gain Expected. Convention Audited (Wire). Courts Approve Investment Credit for Protective Fencing—Julian Block. Cushman, Ruth Carol Fence Posts of Stone. Czechoslovakia Prefabricated Aluminum Fences Exported. D Davis-Walker Co. Building New Plant. Dec. 78 32: Apr. 57 | Forecast '79 | Dec. '78 7 |
| How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars Imports & the Fence Industry Industry Promotions & Public Relations. Industrial Psychology & Hiring. Look At Today's Security Fencing. Look At Today's Security Fencing. Looking Ahead. Management and Business Practices. Materials Handling: An Industry Perspective. Security. Security. Security. Security. Security. Security. Security. Sept. 78 - 40 Construction Costs Up. Construction Costs Up. June 4 Jun. 44 Dec. 6 Sept. 4 Aug. 18 Dec. 78 20 Aug. 4 Construction Costs Up. Convention Audited (Wire). Convention Audited (Wire). Coustnand Audited (Wire). Coustnand Audited (Wire). Coustnand Audited (Wire). Aug. 24 Cushman, Ruth Carol Fence Posts of Stone. Coscholovakia Prefabricated Aluminum Fences Exported. D Davis-Walker Co. Building New Plant. D Dec. 78 32: Apr. 57 | Government Intervention | Mar. 4 |
| How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars Imports & the Fence Industry Industry Promotions & Public Relations. Industrial Psychology & Hiring. Look At Today's Security Fencing. Look At Today's Security Fencing. Looking Ahead. Management and Business Practices. Materials Handling: An Industry Perspective. Security. Security. Security. Security. Security. Security. Security. Sept. 78 - 40 Construction Costs Up. Construction Costs Up. June 4 Jun. 44 Dec. 6 Sept. 4 Aug. 18 Dec. 78 20 Aug. 4 Construction Costs Up. Convention Audited (Wire). Convention Audited (Wire). Coustnand Audited (Wire). Coustnand Audited (Wire). Coustnand Audited (Wire). Aug. 24 Cushman, Ruth Carol Fence Posts of Stone. Coscholovakia Prefabricated Aluminum Fences Exported. D Davis-Walker Co. Building New Plant. D Dec. 78 32: Apr. 57 | Highway Fencing & Barriers Today | Mar. 6 |
| ness: 21st Annual Manufacturer, Distributor & Dealer Market Survey | Historical Perspective | Nov. '78 4 |
| tributor & Dealer Market Survey. How to Get More Mileage Out of Your Advertising Dollars Longth St. the Fence Industry Industry Promotions & Public Relations. Industrial Psychology & Hiring. Loud House Psychology & Hiring. Look At Today's Security Fencing. Looking Ahead. Look At Today's Security Fencing. Looking Ahead. Look At Today's Security Fencing. Looking Ahead. Look At Today's Security Fencing. Materials Handling: An Industry Perspective. Security. Securit | nace: 21et Annual Manufacturar Die- | |
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| International Identification Dec. 6 It's Official Dec. 6 Sept. 4 Look At Today's Security Fencing Dec. 78 Looking Ahead Dec. 78 Looking Ahead Dec. 78 Management and Business Practices. Materials Handling: An Industry Perspective Dec. 78 Security Dec. 78 Security Dec. 78 Security Dec. 78 Sept. 7 Small Business Problems Sept. 7 Small Business Problems Sept. 7 Sept. 7 Sept. 36 Welcome, Les Bearss Aug. 4 June 38 Construction Costs Up June 38 Construction Contract Gain Expected Jan. 56 Courts Approve Investment Credit for Protective Fencing—Julian Block Cushman, Ruth Carol Fence Posts of Stone Czechoslovakia Prefabricated Aluminum Fences Exported. Dec. 78 Davis-Walker Co. Building New Plant Dec. 78 Dealers Dec. 78 Dealers | Advertising Dollars | Oct. '78 26 |
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| Management and Business Practices. Materials Handling: An Industry Perspective. Security | Industry Promotions & Public Relations. | Jan. 4 |
| Management and Business Practices. Materials Handling: An Industry Perspective. Security | International Identification | Dec. 6 |
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| spective — — — — — — — — — — — — — — — — — — — | Management and Business Practices | Nov. 4 |
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| Standardization Basics Sept. 36 Welcome, Les Bearss Aug. 4 Construction Costs Up June 38 Construction Contract Gain Expected Jan. 56 Convention Audited (Wire) Oct. 52 Courts Approve Investment Credit for Protective Fencing—Julian Block Aug. 24 Cushman, Ruth Carol Fence Posts of Stone Apr. 40 Czechoslovakia Prefabricated Aluminum Fences Exported Aug. 36 D D Davis-Walker Co. Building New Plant Mar. 32 To Expand Dec. "78 32; Apr. 57 | SIXTH ANNUAL FENCE Dealer Survey | Sept. / |
| Welcome, Les Bearss | Standardization Basics | Sept. 36 |
| Cushman, Ruth Carol Fence Posts of Stone Czechoslovakia Prelabricated Aluminum Fences Exported | Welcome Les Reares | Aug A |
| Cushman, Ruth Carol Fence Posts of Stone Czechoslovakia Prelabricated Aluminum Fences Exported | Construction Costs of | Jan. 56 |
| Cushman, Ruth Carol Fence Posts of Stone Czechoslovakia Prelabricated Aluminum Fences Exported | Convention Audited (Wire) | Oct. 52 |
| Cushman, Ruth Carol Fence Posts of Stone Apr. 40 Czechoslovakia Prefabricated Aluminum Fences Exported | Protective Fencing—Julian Block | Aug 24 |
| Czechoslovakia Prefabricated Aluminum Fences Exported | Cushman, Ruth Carol | |
| D Davis-Walker Co. Building New Plant Mar. 32 To Expand Dec. '78 32; Apr. 57 | Czechoslovakia | Apr. 40 |
| D Davis-Walker Co. Building New Plant Mar. 32 To Expand Dec. '78 32; Apr. 57 | Prefabricated Aluminum Fences Ex- | |
| Davis-Walker Co. Mar. 32 Building New Plant Dec. 78 32: To Expand Apr. 57 | ported | Aug. 36 |
| Davis-Walker Co. Mar. 32 Building New Plant Dec. 78 32: To Expand Apr. 57 | | |
| Davis-Walker Co. Mar. 32 Building New Plant Dec. 78 32: To Expand Apr. 57 | D | |
| Building New Plant | | |
| To Expand | Building New Plant | Mar 32 |
| Dealers | To Expand | Dec. '78 32; |
| Buckeye Fence Co. (Copley, Ohio) Nov. 29 Kelly Evans Iron (Fort Worth, Tex.) Oct. 11 Kiwi Fence Systems (Waynesburg, Pa.) Oct. 178 6 | Dealers | |
| Kelly Evans Iron (Fort Worth, Tex.) Oct. 11 Kiwi Fence Systems (Waynesburg, Pa.) Oct. '78 6 | Buckeye Fence Co. (Copley, Ohio) | Nov. 29 |
| | Kelly Evans Iron (Fort Worth, Tex.) Kiwi Fence Systems (Waynesburg, Pa.) | Oct. 11 Oct. '78 6 |

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|--|------------------------|--|----------------------------|---|----------------------------|
| Worth, Tex.) | May 14 | Fence Is Theft-Proof & Monkey-Proof Fencing, Chain Link | Jan. 54 | Need Money for Business Expan- sion?—Dana K. Cassell | Feb. 26 |
| Ga.) | Oct. 19 | Electrostatic Recycling of Chain Link Fencing—Bill Coker | June 22 | Floating Fences—Leslie King Forecast '79—Bill Coker | Oct. 32 Dec. '78 7 |
| (Mansfield, Mass.) | Dec. 28 | Electrostatic Painting of Chain Link | | Forging Can Hand Forging Be Mecha- | 500. 707 |
| Okla.) | Apr. 28 | Fencing | Sept. 26 | nized?—Bill Coker | Nov. '78 6 |
| S & S Ironworks (Ft. Worth, Tex.) | June 16 Nov. '78 10 | of Tennis Court Galvanized Chain Link Fencing | July 34 | Ornamental Fence Exhibition | Jan. 62 |
| Western Fence Co. (Amarillo, Tex.) Wooden Gate Shop (Houston, Tex.) | Oct. '78 14 | Guide Specifications for Construction | 00., 04 | Trademark Conference Scheduled | Sept. 50 |
| Display Booths Awards—Honorable | July 26 | of Tennis Court Fencing, Vinyl-Clad | July 30 | Fritz, Donald T. Product Liability Insurance—Don't Be | |
| Mention, IFIA Show | Apr. 18 | Chain Link | | What Has the CLFMI Done For The In- | Dec. 52 |
| Don't Fragment Your Advertising Dol- | Nov. 43 | stallers' Skill—David W. Roberts Fencing, Farm & Ranch | Nov. 29 | dustry And What Should It Do? | Dec. 72 |
| lars—Sandy Kimball Duke Resigns IFIA Executive Position | Aug. 6 July 57 | Farm & Ranch Fencing—Bill Coker & | | Why and How To Market A Fence Business | Nov. 8 |
| bono ricolgito il in Excocitto i conton | odly or | Leslie King | May 6 Oct. '78 6 | * | |
| E | | Selling Farm & Ranch Fencing—Doris White | May 14 | G | |
| Editorial Calendar (1979) | Jan. 48 | Specifications for Construction: Farm | | German Hardware for Gates-Sales Up | Oct. 40 |
| Editor's View-Coker | | What's New in Farm & Ranch Fencing: | May 20 | Getting the Most Out of Your | |
| At What Price Profit? | May 4 Mar. 4 | High Tensile Farm Fencing | May 26 | Trucks—Ken KelleyGilbert, Betty—No Left Shoes | Dec. 50 |
| Government Required Fencing | Oct. 4 | What's New in Livestock Fenc- ing: Electrified Plastic Fencing | May 28 ' | Government Offers Financial Incentives Government Required Fencing—Bill Co- | Oct. '78 32 |
| Imports & the Fence Industry Industry Promotions & Public Relations. | June 4 Jan. 4 | Fencing, Highway | | ker | Oct. 4 |
| International Identification | Dec. 4 Sept. 4 | Fabric Glare Screen System—John A. Middleton | Mar. 8 | н | |
| Looking Ahead | Dec. '78 4 | Highway Beautification Through Fenc- | | A Commission | |
| Management and Business Practices Small Business Problems | Nov. 4 Feb. 4 | Highway Fencing & Barriers Today—Bill | Dec. 36 | Hand Tools Tips on Hand Tool Use | Aug. 26; |
| The Annual Convention & Trade Show | Apr. 4 | Wood Fence Panels as Sound Barriers . | Mar. 6 Mar. 18 | | Sept. 40 |
| The Historical Perspective | Nov. '78 4 Aug. 4 | Fencing, Historic | mar. 10 | Have You An Assistant Ready?—Ernest W. Fair | Nov. 8 |
| Kotsher Read Any Good Letters Lately? | Oct. '78 4 | Fences in Philippines Incorporate For- eign Influences—Juanito V. Jabat | Oct. 28 | High Tensile Farm Fencing | May 26 Dec. 36 |
| 18th Annual IFIA Convention and Trade | | The Fences of the Shakers | Dec. '78 26 | Highway Beautification Through Fencing Highway Fencing & Barriers Today—Bill | Dec. 36 |
| Show To Be in Las Vegas—Ann Neal Electrostatic Painting of Chain Link | Dec. 8 | The Fencing That Saved Underground Atlanta—Bill Coker & Carolyn Manley | Jan. 33 | CokerHistory Through Fencing | Mar. 6 |
| Fencing Electrostatic Recycling of Chain Link | Sept. 26 | History Through Fencing | Oct. 14 | Hohenstein, Louis | Oct. 14 |
| Fencing—Bill Coker | June 22 | Military Fence in St. Augustine Ornamental Metal Museum—Leslie | Jan. 50 | Calculate Extra Profits From Quantity | Nov. 13 |
| Ellison, Cyril Lee | | King | Apr. 37 | Discounts | |
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| 1979 Will Be A Good Sales Year The Apple Polisher Goes to New Or- | Dec. '78 6 | nized?—Bill Coker Manufacturing Ornamental Fencing | NOV. 78 6 | Make & Use It for Inflation Manage- ment | |
| leans | Jan. 6 | NOMMA Review—Clifford H. Brown | Nov. '78 20 | Part I | Dec. '78 28 |
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| Much Is Real How Much In- | feeler 4 | White Ornamental Metal Museum-Leslie | Oct. 10 | Your Business Checking Account "Home on the Range" Provided by | 0 |
| flationary? Endangered Firms Aided | July 4 May 52 | King | Apr. 37 | Homelite Acquires Facility | Oct. '78 32 Sept. 48 |
| Energy Hotline Established | July 50 | Ornamental Museum Director Selected . | Nov. '78 16 Nov. '78 18 | Hong Kong Fencing Cost Higher | Dec. 75 |
| How to Cut Your Energy Costs—Phillip | | Ornamental Upswing—Bill Merry | Nov. '78 24 | Housing Activity Up How Efficient Is Your Telephone Sys- | |
| M. Perry | Apr. 43 | Selling Ornamental Fencing Unusual and the Unique in Fencing, | Nov. '78 10 | tem—Phillip M. Perry | Nov. 22 |
| Earth Borers Sold to Africa | | The—Chuck Woodbury The View From Here—Blanche Black- | Nov. 20 | ness: 21st Annual Manufacturer, Dis- | |
| Fences Exhibited in Wood Show | Nov. 40 Nov. '78 41 | well | Nov. '78 21 | tributor, & Dealer Market Survey—Bill Coker | July 9 |
| Examining Your Business Oper- ation—Jess F. Blair | | Fencing, Recreational Fencing & Recreation—Bill Coker & | | How to Cut Your Energy Costs-Phillip | |
| Executive Forecasts '79: Steel Market | May 50 | Leslie King | June 6 | M. Perry | Apr. 40 |
| Expert Fence Co. Established | Aug. 43 | Recreational Fencing at Quality Fence Company—Doris White | June 16 | Advertising—Bill Coker | Oct. '78 26 |
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| | | ing-Bill Coker | Aug. 18 | | |
| Fabric Glare Screen System—John A. Middleton | Mar. 8 | Fencing Specialty | Dec. '78 20 | | |
| Fair, Ernest W.—Have You An Assistant | Apr. 50 | Floating Fences—Leslie King New Pedestrian Bridge Tests Fence In- | Oct. 32 | Iceland Ornamental Fences Draw Admiration | Nov. 41 |
| Ready? | Nov. 8 | stallers' Skill-David W. Roberts | Nov. 29 | If Gasoline Rationing Comes-Ken Kel- | |
| Fair For Older Homes Farm & Ranch Fencing—Bill Coker & | Dec. 68 | Specialty Fencing Products Provide Unique Markets—Leslie King | Oct. 6 | IEIA | Feb. 19 |
| Leslie King Feld, Lipman G.—Basic October 1979 | May 6 | Fencing, Steel | 000 | Chapters Report Alabama: Annual Report | lan 74 |
| Bankruptcy Changes Affect Fence In- | | Pioneering for Profits with Steel Fenc- ing—Jack R. Coggins | Apr. 28 | Arizona: Annual Report | Jan. 71 Jan. 71 |
| Fence Committee Standards Due | Dec. 56 Jan. 58 | Fencing, Swimming Pool Fence Sales Expected to Climb with | | Arkansas Razorback: Annual Report | Jan. 77 |
| Fence Corner—Should Industry Con- sider Formal Training Program? | 0411. 00 | Pool Projections for '79-William P. | | Hosts Author | May 49 |
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| Fence Device Wins Award | Dec. '78 32 | of Tennis Court Fencing; Vinyl Clad | July 30 | ter Dinner; Seminar Planned | Nov. 37 Apr. 54 |
| Fence is Theft-Proof & Monkey-Proof Fences in the Philippines Incorporate | Jan. 54 | Guide Specifications for Construction of Tennis Court Galvanized Chain Link | | Family Fun Day Held Laws May Be Changed | Dec. 80 Jan. 69 |
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| Fence Firm Ball Team (North American Fencing Corp.) | Nov. '78 32 | Fencing, Wood & Wood Fence Panels as Sound Barriers . | Mar. 18 | New Officers Elected | Nov. '78 37 Dec. '78 44 |
| Fence Post Spacing Guide for Installers . Fence Posts of Stone—Ruth Carol Cush- | Feb. 29 | Wood Treatments-Letter To Editor | Nov. 33 | Carolinas: Annual Report Connecticut-Nutmeg: Annual Report | Jan. 71 Jan. 71 |
| man | Apr. 40 | Fencing, Zoo Fence Sensors to Protect Ani- | | FAIR | |
| Fence Promotion Film to Be Shown at Jan. IFIA Convention | Dec. '78 40 | mals—Terri Foos Fencing and Recreation—Bill Coker & | Jan. 29 | Attended Races | Dec. 78 July 59 |
| Fence Sales Expected to Climb with Pool Projections for '79-William P. | | Leslie King | June 6 | Gets Fence Ordinance Revised | May 48 |
| Markert | June 10 | Fencing For the City—Bill Coker Fencing Off Sludge Area | Oct. 19 Mar. 31 | Makes A Good Bet Plastics Program Given | Nov. 38 Aug. 35 |
| Fence Scrapbook Military Fence in St. Augustine | | Fencing Specifications Guide Specifications for Construction | | Report | Jan. 71 |
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| Fence Sensors to Protect Animals—Terri | | Fencing That Saved Historic Under- ground Atlanta—Bill Coker & Carolyn | les on | Hosts Editor Greater Buffalo: Annual Report | Aug. 35 Jan. 72 |
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| Liberty Bell of Pennsylvania: | Jan. 73 | ban Dec. 42 vvily and nov | v to Market A Fence Busi- ld Fritz | Nov. 25 |
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| Advertising Discussed | Nov. 38 | | he City-Bill Coker Opens Tenth Branch | Aug. 43 |
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| Talk Session Held | May 49 | White Oct. 10 spective—B | ill Coker & Leslie King andling Equipment Leas- | Feb. 6 |
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| New Jersey-FANJ: Annual Report | Jan. 73 | Form & Boach Consing (with Bill Cohor) Many & Handling to | Post Holes-Paul Ander- | |
| New York M. & V North Texas | Jan. 76 | Fencing & Recreation (with Bill Coker) June 6 Special Guid | le to Materials Handling | Feb. 10 |
| Advertising Discussed | July 59 Jan. 76 | IFIA Ladies' Program in New Orleans Apr. 22 | ne-The Low-Cost, High- | Feb. 47 |
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| Officers Nominated | Apr. 54 | Mamphie Show (NOMMA) | w (NOMMA)—Leslie King | May 30 |
| Program Heads Assigned Northeast: Annual Report | Oct. 43 Jan. 74 | NSPI Meets in Atlanta | rnamental Upswing No nn A.—Fabric Glare Screen | |
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| Membership Drive | Jan. 74 | Sont 14 Milwaukee Ele | ectric Tool Co. | |
| Pacific Northwest Defines Goals | Jan. 76 | Specialty Fencing Products Provide | ch Receives Award | May 55 Apr. 63 |
| Presents Membership Pins | Sept. 44 | Taking a Look at New Orleans Jan. 26 Mitchell Indus | stries Buys J. T. Fritz & | Sept. 48 |
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| Wisconsin-No. Illinois | Jan. 74 | Women in the Industry Dec. 46 | N | |
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| Convention ASTM To Meet in Las Vegas | Dec. 24 | Prods. Corp. | s. Becomes Bendix Forest | ov. '78 32 |
| Booth Assignments for 1979 New Or- | Jan. 18 | L Names in the | News | ct. '78 40; |
| leas Show Display Awards—17th Annual Show | Apr. 16 | Lavery, Michael 5.—Materials Handling | Feb. 43: Mar. 42: Apr. 55 | : May 58: |
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| Vegas—Ann Neal Exhibitor List for Las Vegas | Dec. 8 Dec. 23 | Letters to the Editor Nov. '78 44; Need Money | for Business Expan- K. Cassell | |
| Ladies New Orleans Time Table | Jan. 25 | Look At Today's Security Fencing—Bill Nepal | K. Cassell | Feb. 26 |
| Ladies Program in New Or- leans—Leslie King | Apr. 22 | Coker Aug. 18 Airport Expa | insion Project to Include | Mar. 25 |
| Ladies' Tour & Schedule of Events | Jan. 20 Dec. 60 | | tagees Used For Fencing | Mar. 35 Sept. 51 |
| New Program | | Lumber Production Down June 38 Tree Branche New Orleans | s Used For Fencing | Oct. 40 |
| gram | Dec. 23 | M IFIA Ladies' ! | New Orleans Time Table | Jan. 25 |
| Show To Be Held in New Orleans 17th Annual IFIA Show Review | Jan. 11 Apr. 8 | Machinery, Tools, and Equipment—See 17th Annual | Restaurant Guide IFIA Convention & Trade | Jan. 17 |
| Show Booths Reserved | June 46 | New Products Show to be | Held in New Orleans ok at New Orleans—Leslie | Jan. 11 |
| Show Scenes 1979 Duke Resigns IFIA Executive Position | Apr. 20 July 57 | Distributor in Mid-East Apr. 58 King | an Bridge Tests Fence In- | Jan. 26 |
| Fence Industry Youth Forum Idea Ex- change | Nov. 34 | Management and Business Practices New Pedestria Basic October 1979 Bankruptcy stallers' Skill | -David W. Roberts | Nov. 29 |
| Fence Logo Suggested | Dec. 79 | Changes Affect Fence In- New Products | ess (Tel-Sonics) | Apr. 67 |
| Names New Executive Director Planning Seminars, Campaign | Aug. 34 Oct. 43 | Calculate Extra Profits From Quantity Assembly M | lachine, Cross-Wire Feed | |
| Seminar Team Offers "Back-to-Basics" Training School—Set Fort Installers | Dec. '78 42 Dec. 78 | Discounts—Louis Hohenstein | S) | July 62 Aug. 40 |
| IFIA 1000 Club | Apr. 24 | Examining Your Business Oper- ation—Jess F. Blair. Oct. '78 14 Alternators, It Getting the Most Out of Your Arc Welder (I | Electric (Onan) Belco Industries) | Mar. 46 Sept. 57 |
| ment-Leonard Prose | Feb. 22 | Trucks—Ken Kelley Oct. '78 14 Auger (Pengo | D) | July 65 |
| India Steel Products Gaining Acceptance | Feb. 38 | Have You An Assistant Ready—Ernest Auger, Posth W. Fair Nov. 8 Barbed Wire | ole (Pengo) Tighteners (Kermco) | Aug. 41 Dec. 88 |
| Third World Steel Production Rising | June 44 | How Efficient Is Your Telephone Sys- Barricade, T | emporary (Banner Guard, Ind.) | |
| Indonesia Control of Log Exports Proposed | Oct. '78 42 | How to Get More Mileage Out of Your Bench Model | Cold Saw (Amer Ind.) | July 65 Dec. 88 |
| Government Bans Log Exports | Dec. '78 39 | Advertising Dollars—Bill Coker Oct. '78 26 Booms, Exter The Importance of Good Cash Manage-Booth, Ultra- | ndable (Auto Crane) Modern (Par-Kut Intl.) De | Oct. 48 ec. '78 47 |
| Prices of Logs May Increase | Mar. 34 | ment Feb. 22 Boxing Bits, V | Wood (Black & Decker) | Mar. 46 |
| Industrial Psychology & Hiring—Bill Co- ker & Leslie King | July 44 | King & Bill Coker July 44 Business Fo | m (Rockwell Intl.) orms (New England Busi- | Sept. 56 |
| Innovative Farm Fencing Installer Fence-Post Spacing Guide | Oct. '78 6 | Need Money for Business Expan- ness Service | e)(H. K. Porter) | Aug. 41 May 6 |
| Insurance Update | Feb. 29 Dec. 68 | Psychologist Tells You How to Get Calculator, Fr | ree-System (NBS Systems) | Aug. 40 |
| Iran Bans Concrete Fences | Oct. 40 | ees-Phillip M. Perry Oct. '78 11 Carrier, Van- | tivity (Cook's System) Top (Universal Prods. En- | Oct. 48 |
| Fence Company Seized | Dec. 74 | Should You Computerize?—Phillip M. gineering) | e-Icing (Randustrial) | Feb. 30 Feb. 37 |
| Fence Firm Reopens Fence Industry in Government | Oct. 41 | Stocking Up: A "Sharp Pencil" Ap- Clamp, Pipe | (Opto) | Mar. 44 |
| Three Fence Firms Closed | | creases—Louis Hohenstein Oct. 78 23 Cold Saw, Fe | -Socket (Kee Klamp) | July 65 Mar. 45 |
| Italy Barbed Wire Output Drops | | Your Business Balance Sheet: How to Cold Saws, F | errous (Kasto-Racine) ement (Harline Products) | Jan. 84 Dec. 84 |
| Fence Engineering Course Offered | Feb. 39 | ment—Louis Hohenstein Compactor/E | Binder (Sunds AB) | Feb. 37 |
| Fencing Costs Multiply | Mar. 35 Nov. 41 | Part I | lectric (Introl) | ov. '78 47 oct. '78 49 |
| Trood Froderica domerance det | 1101. 41 | Your Business Checking Ac- Corrosion Co | pntrol (Noverox Intl.) | July 64 |
| J | | count—Louis Hohenstein Apr. 46 Covers & Tar Malaysia Crane, Electr | ic (Auto Crane) | Feb. 34 |
| Jabat, Juanito V. | | Log Exports To Japan To Be Reduced Oct. 40 Crane, Truck Manley, Carolyn Cut-Off Saw, | ric (Auto Crane) | oct. '78 48 occ. '78 48 |
| Fences in the Philippines Incorporate Foreign Influence | | The Fencing That Saved Historic Un- | h (Harris Calorific Div.) | Dec. 88 |
| Japan | | Toronto Guide for CFIA Show Feb. 15 Digger, Post | aulic (Durable Equipment) . Hole (Boston Fence Sup- | Feb. 35 |
| Claims to Be Chain-Link Fabric Leader Earth Drills Exhibition | Dog 74 | Manufacturing Ornamental Fencing Nov. '78 28 ply) | st Hole (Cunningham & | Feb. 37 |
| Fence Exhibition Held | Dec. '78 39 | Markert, William P. Walsh) | **************** | Aug. 38 |
| Foncemen Attend Ad Conference | | | Machine (Front Range rd Supply) | Jan. 84 |
| | | | | |

| Drawer Inserts (Republic Steel) Drill Switch, On/Off (Wacker) | Feb. | | Trucks, Rough-Terrain (Prime-Mover) Trucks, Rough-Terrain (Selleck Equip- | Feb. 30 | The Apple Polisher Goes to New Or- | lan 6 |
|--|--|---|--|---|--|---|
| Dumping Accessory (Allen-Clark Equip- | | | ment) | Nov. '78 46 | The New Directory | Dec. 4 |
| ment) Earth Auger (Feldmann Eng. & Mfg.) Extrusions, Aluminum (Bristol Alumi- | Nov. '78 Nov. | 48 | Vibrators, Rotary Electric (Rhino Sales). Vibratory Plates (Wacker) Welding Pressure Assembly (Loopco | July 64 Sept. 59 | The \$3.007 Billion Fence Market: How Much Is Real How Much Inflationary? | |
| num) | Aug. | 40 | Inds.) | July 63 | | July 4 |
| Sons) | Aug. | 41 | Winches, Electric (American Chain & Cables) | Oct. '78 50 | R | |
| Fence, High-Tensile (Bekaert Steel | | | Window-Lock System (Lifeline Prods.) | Apr. 67 | Read Any Good Letters Lately?-Ben | |
| Fence, Wire Garden (Northwestern | May | 60 | Window, insulating (Season-All) | Oct. 50 | Kotsher | Oct. '78 4 |
| Steel & Wire) | Nov. '78 | 49 | Cable) | Mar. 45 | Reception Highlights 1980 Ladies Pro- gram | Dec. 12 |
| Fence Fittings (American Chain & Cable) | Mar. | 44 | Wood Preservative (Ventron) | | Recreational Fencing at Quality Fence | |
| First-Aid Kit (Mine Safety Appliances) | Jan. | | Wrench, Socket (Sprench) | May 59 | Company—Doris White | June 16 Oct. 52 |
| Forge Furnace (Johnson Gas Appliance) | Dec. '78 | 49 | New Wood Plant New Zealand | Oct. '78 34 | Review of Past Surveys—Leslie King Roberts, David W.—New Pedestrian | July 22 |
| Generators, Gas engines (Homelite) | Oct. | . 48 | Barbed-Wire Ban Studied | June 44 | Bridge Tests Fence Installers' Skills | Nov. 29 |
| Gloves, Thermal (Jomac Prods.) Hammer Drill (AEG Power) | Feb. | | Construction Boom Predicted Integrated Fence Firm Plan Dropped | Mar. 34 Nov. 41 | | |
| Handrailing, Safety (Construction Spe- | | | Nichols-Homeshield Purchases Div. of | | S | |
| Hydraulic Hacksaws (Kasto-Racine Inc.) | May Dec. | 87 | Capitol Prods | July 49 Dec. 76 | Sales Agent Selected | July 49 |
| Jack, Push-pull (Am. Gage & Man.) | Oct | | No Left Shoes—Betty Gilbert | Dec. 50 | Sales Volume (1979) by Fence Type | Dec. '78 35 Sept. 12 |
| Jigsaw Blade, Shatterproof (American Saw & Mfg.) | Jan. | 82 | NOMMA Memphis Show—Leslie King | May 30 | Schedule Set for CLFMI Film on TV | Apr. 52 |
| Level, General-Use (Warren-Knight) Linewinder (Pretied Tie) | Feb. | 33 | NOMMA Review— | | Security—Bill Coker Security Fence Supply Co. Established | Dec. '78 20 Apr. 63 |
| Loader, Skid-Steer (Erickson) | May Mar. | | Clifford H. BrownShop Tours | May 36 | Selling Farm & Ranch Fencing-Doris | |
| Log-Splitter (Northeast Inds.) | Nov. '78 | 48 | Show Review | Nov. '78 26 | White | May 14 |
| Measure, Optical (Ranging) Measuring Wheel (Rolatape) | Feb. | | Top Job Awards 1979 NSPI Chicago Show | May 40 Oct. 36 | White | Nov. '78 10 |
| Mezzanine Shelving (Bernard Franklin | | | NSPI Meets in Atlanta—Leslie King | Jan. 37 | Seminars Offered | Oct. 51 |
| Co.) | Nov. | | NSPI to Write Standards | Sept. 49 | 17th Annual IFIA Convention & Trade Show to be Held in New Orleans | Jan. 11 |
| Motorized Hoist (Acco Industries) | Dec. | 85 | | | 17th Annual IFIA Show Review | Apr. 8 |
| Nailer, Pneumatic (Duo-Fast) Name Plates (Seton Name Plate) | Mar. | | 0 | | Shark Fence | Jan. 57 |
| Netting, Stretch Plastic (Bemis) | Feb. | 32 | Obituary | | Should You Computerize?-Phillip M. | |
| Notcher, Metal Tubing (Dave Williams, | | | Pope, George A., Jr | May 55 | PerrySingapore | July 38 |
| Metal Fabricator) | | 40 | Office Space Increased (States Eng. | Nov. 44 | Construction Boom Forecast | |
| trol Systems) | Apr. | | Corp.) Orban, Kurt-Keeping Supply Sources | 1404. 44 | Hotel Uses Chain Link Fence Sixth Annual Fence Dealer Survey—Bill | Nov. 41 |
| Partitions, Wire (Wireway) Pavement Breaker (Stanley Hydraulic | Apr | . 00 | Open | Dec. 42 | Coker | Sept. 7 |
| Tools) | Nov. '78 | 46 | Ornamental Fencing—New Orleans Ornamental Iron Works Firm Specializes | NOV. 78 22 | Skid-Steer Systems: From Materials Handling to Post Holes—Paul Ander- | |
| Paving Breakers, Hydraulic (Thor Power Tool) | Mar. | . 47 | in Residential Market—Doris White | Oct. 10 | son | Feb. 10 |
| Pellets, Flastic (FDQ Flastics) | reu. | | Ornamental Museum | Apr. 37 | Snell, Nancy—Things To Do in Las Vegas | |
| Plastic Stakes (Techplastics Inc.) Platforms, Economy (Economy Engi- | Dec | . 00 | Ornamental Museum Director Selected | | Specialty Fencing Products Provide | |
| neering)Plating Process (3M Corp.) | Jan. | | Ornamental Upswing—Bill Merry OSHA Sets Emergency Phone System | Nov. 44 | Unique Markets—Leslie King Some Fence-Related Markets Can Ben- | Oct. 6 |
| Play Structure (Park Structures Intl.) | Dec. Feb. | | Osmose, Tom Ridgeway—Wood Post Shortage Possible? | Mar. 15 | efit From Recessions—Leslie King | Sept. 14 |
| Pneumatic Nailer (Duo Fast Corp.) | | | Silvitage rossible: | Mar. 15 | South Africa Wood-Treatment Plant Bankrupt | Nov. 41 |
| | | | | | | |
| Pocket Tooth (Pengo) | Jan. | . 04 | - | | South Korea | |
| Pole Puller (Thiermann Utility Equip- ment) | July | 62 | P | | South Korea Consortium Wins Middle-East Fence | |
| Pole Puller (Thiermann Utility Equip- ment) | July Dec. | 62 86 | Pakistan | 0 40 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff | Nov. 14 Sept. 50 |
| Pole Puller (Thiermann Utility Equipment) Portable Mixer (Porta Mix) Power Breaker (Stanley Hydraulic Tools) | July | 62 86 | Pakistan Fence Firm Facing Charges | Oct. 42 June 39 | South Korea Consortium Wins Middle-East Fence Bid | Nov. 14 Sept. 50 |
| Pole Puller (Thiermann Utility Equip- ment) | July Dec. May | 62 86 60 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. | Oct. 42 June 39 | South Korea Consortium Wins Middle-East Fence Bid | Nov. 14 Sept. 50 May 55 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantilever (Jarke). Rammer, New Model (Wacker). | July Dec. May Dec. '78 Dec. '78 Jan. | 62 86 60 46 49 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Cus- | June 39 | South Korea Consortium Wins Middle-East Fence Bid | Nov. 14 Sept. 50 May 55 June 44 July 54 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantillever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). | July Dec. May Dec. '78 Dec. '78 Jan. July | 62 86 60 46 49 81 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient Is Your Telephone Sys- | June 39 Aug. 12 | South Korea Consortium Wins Middle-East Fence Bid. Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates | Nov. 14 Sept. 50 May 55 June 44 July 54 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantilever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). | July Dec. '78 Dec. '78 Jan. July Aug. | 62 86 60 46 49 81 66 38 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient Is Your Telephone System | June 39 Aug. 12 Nov. 20 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 |
| Pole Puller (Thiermann Utility Equipment). Portable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantiliever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). | July Dec. '78 Dec. '78 Jan. July Aug. Aug. Apr. | 62 86 60 46 49 81 66 38 40 68 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient Is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get | Aug. 12 Nov. 20 Apr. 43 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails Heavy Trucking Expenses | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 |
| Pole Puller (Thiermann Utility Equipment). Portable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Packs, Cantilever (Jarke) Rammer, New Model (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Saws, Precision (Midwest Automation). Sawing Machines, Cold Cutting (Amer). | July Dec. '78 Dec. '78 Jan. July Aug. Aug. Apr. Sept. Oct. | 62 86 60 84 81 66 38 40 68 60 50 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get More Work Out of Your Employees Should You Computerize? | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates. Spain Fence Unification Effort Fails Heavy Trucking Expenses Special Guide to Materials Handling Equipment. | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantilever (Jarke). Racks, Cantilever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Saws, Precision (Midwest Automation). Sawing Machines, Cold Cutting (Amer). Screwdriver Set (Howard Prods.). | July Dec. '78 Dec. '78 Jan. July Aug. Apr. Sept. Oct. Aug. | 62 86 60 84 81 81 86 88 40 68 60 68 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient Is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get More Work Out of Your Employees Should You Computerize? Peterson Bros. Reorganizes | Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails Heavy Trucking Expenses Special Guide to Materials Handling Equipment Specifications for Construction: Farm | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools) Power Unit, Hydraulic (Stanley Hydraulic Tools). Racks, Cantilever (Jarke). Racks, Cantilever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Saws, Precision (Midwest Automation). Sawing Machines, Cold Cutting (Amer). Screwdriver Set (Howard Prods.). Security Systems (Chamberlain Mfg.). | July Dec. '78 Dec. '78 Jan. July Aug. Aug. Apr. Sept. Sept. | 62 86 60 846 81 66 38 40 68 60 50 50 58 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient Is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get More Work Out of Your Employees Should You Computerize? Peterson Bros. Reorganizes Philippines Asian Bank Starts Publication | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails Heavy Trucking Expenses Special Guide to Materials Handling Equipment Specifications for Construction: Farm Fence Specifications for Construction of Tennis | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Packs, Cantilever (Jarke). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Roller, Vibratory (Wacker). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Saws, Precision (Midwest Automation). Sawing Machines, Cold Cutting (Amer). Scruytry Systems (Chamberlain Mig.). Sensors, Shock-Detection (Poly-Scientific Dix. Litton Inds.). | July Dec. '78 Dec. '78 Jan. July Aug. Aug. Apr. Sept. July | 62 86 60 84 81 66 38 40 68 60 50 39 58 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home How Efficient is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get More Work Out of Your Employees Should You Computerize? Peterson Bros. Reorganizes Philippines Asian Bank Starts Publication Building Materials Exhibition Held | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 Nov. 41 | South Korea Consortium Wins Middle-East Fence Bid. Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails Heavy Trucking Expenses Special Guide to Materials Handling Equipment Specifications for Construction: Farm Fence Specifications for Construction of Tennis Court Fencing: Vinyl-Clad Chain Link | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 May 20 Sept. 51 |
| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Sawa, Circular (Black & Decker). Sawa, Precision (Midwest Automation). Screwdriver Set (Howard Prods.). Security Systems (Chamberlain Mig.) Sensors, Shock-Detection (Poly-Scientific Div. Litton Inds.). Shear, Power-Pack (H. K. Porter). Sign-Making System (Cole Consumer | July Dec. '78 Dec. '78 Jan. July Aug. Apr. Sept. Oct. Aug. Sept. July Sept. | 62 86 60 449 81 666 38 40 68 60 50 39 58 | Pakistan Fence Firm Facing Charges. Par-Kut Plans Building. Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home. How Efficient is Your Telephone System. How to Cut Your Energy Costs. Psychologist Tells You How to Get More Work Out of Your Employees. Should You Computerize? Peterson Bros. Reorganizes. Philippines Asian Bank Starts Publication. Building Materials Exhibition Held Construction Materials Prices Up. Expects Fencing Materials Prices Up. | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 Nov. 41 Oct. '78 42 Sept. 51 | South Korea Consortium Wins Middle-East Fence Bid | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 May 20 3 July 30 |
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| Pole Puller (Thiermann Utility Equipment). Porlable Mixer (Porta Mix). Porlable Mixer (Porta Mix). Power Breaker (Stanley Hydraulic Tools). Power Unit, Hydraulic (Stanley Hydraulic Tools). Rammer, New Model (Wacker). Roller, Vibratory (Wacker). Rope Puller (Acco Industries). Rust Remover (Starlite Prods.). Saw, Circular (Black & Decker). Sawa, Circular (Black & Decker). Sawa, Precision (Midwest Automation). Schamping Machines, Cold Cutting (Amer). Screwdriver Set (Howard Prods.). Sensors, Shock-Detection (Poly-Scientific Div. Litton Inds.). Shear, Power-Pack (H. K. Porter). Sign-Making System (Cole Consumer Prods.). Sodium-Lamp Fixture (Arrem). Solar Generator (Snell Power Fencing). Space Heater, Oil-Fired (Malsbary Mfg.). | July Dec. '78 Dec. '78 Dec. '78 Jan July Aug. Aug. Apr. Sept. Oct. Aug. Sept. July Sept. Aug. Dec. '78 Nov. '78 | 62 86 60 46 49 81 66 60 50 39 58 64 56 64 56 64 56 64 56 64 56 64 64 64 64 64 64 64 64 64 64 64 64 64 | Pakistan Fence Firm Facing Charges | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 Nov. 41 Oct. '78 42 Sept. 51 Oct. 28 Aug. 36 Jan. 63 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows. Issues Shipping Threat Likes Electric Gates Spain Fence Unification Effort Fails Heavy Trucking Expenses Special Guide to Materials Handling Equipment Specifications for Construction: Farm Fence Specifications for Construction of Tennis Court Fencing: Vinyl-Clad Chain Link Specifications for Construction of Tennis-Court Galvanized Chain-Link Fencing Sri Lanka Coconut Trees in Fences Standardization Basics—Bill Coker | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 May 20 July 30 July 34 Dec. 75 |
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Stacker, Power-Lift (Grown) Stacker, Power-Lift (Grown) Stacker, Power-Lift (Grown) Stacker, Power-Lift (Grown) Stapler, Pneumatic (Duo-Fast) Steel-Reinforced Film (Keystone Group) Steel-Reinforced Film (Keystone Group) Storage, High Density (American Chain & Cable) Strand Cutter, Ratchet (H. K. Porter) Surveyors' Rods (Lietz) Tool Kit (Metrilast) Traffic Controller (Delta Scientific) Transit, Contractor's (Warren-Knight) Transit, Contractor's (Warren-Knight) Transit, Done (David White) Truck, Droe (Red Arrow Towbar Mig.) Truck, Dree-Wheel (Baker Material Handling) Truck, Diesel-Lift (Toyota Truck, USA) | July Dec. '78 Dec. '78 Aug. Apr. Sept. Oct. Aug. Sept. Vov. '78 Nov. Nov. '78 Apr. Mar. July Sept. Sep | 62 86 60 46 49 81 66 63 37 58 64 47 65 66 63 37 46 48 47 65 66 63 37 46 48 48 47 65 66 63 37 44 48 48 47 65 65 74 48 48 48 60 60 60 60 60 60 60 60 60 60 60 60 60 | Pakistan Fence Firm Facing Charges. Par-Kut Plans Building. Perry, Phillip M. Advertising Specialties: The Ads Customers Take Home. How Efficient Is Your Telephone System. How to Cut Your Energy Costs. Psychologist Tells You How to Get More Work Out of Your Employees. Should You Computerize? Peterson Bros. Reorganizes. Philippines Asian Bank Starts Publication. Building Materials Exhibition Held Construction Materials Prices Up. Expects Fencing Materials Prices Up. Expects Fencing Materials Prices Up. Expects Fencing Materials Prices like. Fences in the Philippines incorporate Foreign Influences—Juanito V. Jabat. First Metals Show Held. Floods Damage Fences. Imported Freight Surcharge Reduced. Luzon Floods Destroy Fences Steel Plant to be Modernized Workers' Wage Hike Seen World Trade Discussed. Ploneering for Profits with Steel Fencing—J. R. Coggins Pool & Playground Equipment Directory. Plywood Equivalent To Be Manufactured Pool & Playground Equipment Directory. Pope & Talbot Will Close Plant Portugal: Modern Fences Replacing Gothic Design Product Liability Insurance—Don't Be Without It—Donald T. Fritz Posts Made from Waste. Progress Report On Chain Link Promotion to be Given Progress Report On Chain Link Promotion to be Given Progress Report On Chain Link Promotion to be Given Progress Report On Chain Link Promotion to Management Pruitt Resigns. Psychologist Tells You How to Get More Work Out of Your Employees—Phillip M. Perry. Publisher's Memo—Cyril Lee Ellison A Picture Is Worth a Thousand Words. | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 Nov. 41 Oct. '78 42 Sept. 51 Oct. 28 Aug. 36 Aug. 36 Apr. 28 June 34 Nov. 40 Oct. '78 42 Feb. 39 Aug. 36 Apr. 28 June 34 Nov. 40 Apr. 62 Mar. 34 Apr. 62 Mar. 34 Apr. 62 Agr. 34 Nov. 43 Apr. 62 Agr. 34 Oct. '78 39 Feb. 23 Oct. '78 39 Oct. '78 11 Apr. 6 | South Korea Consortium Wins Middle-East Fence Bid. Seeks Elimination of Tariff. Southern Steel & Aluminum Opens New Branch. Soviet Union Fence Output Grows. Issues Shipping Threat Likes Electric Gates. Spain Fence Uniflication Effort Fails Heavy Trucking Expenses. Special Guide to Materials Handling Equipment. Specifications for Construction: Farm Fence. Specifications for Construction of Tennis Court Fercing: Vinyl-Clad Chain-Link Specifications for Construction of Tennis Court Fercing: Vinyl-Clad Chain-Link Specifications for Construction of Tennis-Court Galvanized Chain-Link Fencing. Str. Lanka Coconut Trees in Fences. Standardization Basics—Bill Coker Standards Annual ASTM Standards 1979, Parts 1-5 Fence Committee Standards Due in April NSPI to Write Standards. Standardization Basics—Bill Coker Who Writes the Rules?—Richard Boling Staplers, Air-Operated Tips on Buying & Use of Air-Operated Staplers, Air-Operated Tips on Buying & Use of Air-Operated Staplers. States Engineering Corp. Moves McMillen Div. Stocking Up: A "Sharp Pencil" Ap proach to Beating Price In- creases—Louis Hohenstein Strictly Wholesale Sunshine Metal Products Announced Move. Survey Released: CLFMI Promotion Un- derway. Surveys CLFMI Industry Survey. CLFMI Industry Survey. Survey-Bollar Volume Profits Review of Past Surveys—Leslie King. | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 May 20 July 30 July 34 Dec. 75 Sept. 36 Sept. 49 Sept. 36 Mar. 21 Jan. 45 Jan. 59 Oct. '78 23 Dec. 28 May 55 Oct. '78 36 Mar. 30 Oct. '78 36 Dec. '78 78 Sept. 11 July 22 |
| Pole Puller (Thiermann Utility Equipment) Portable Mixer (Porta Mix) Portable Mixer (Porta Mix) Power Breaker (Stanley Hydraulic Tools) Power Breaker (Stanley Hydraulic Tools) Rammer, New Model (Wacker) Robe Puller (Jarke) Rammer, New Model (Wacker) Rope Puller (Acco Industries) Rust Remover (Starlite Prods.) Saw, Circular (Black & Decker) Saws, Precision (Midwest Automation). Sawing Machines, Cold Cutting (Amer). Screwdriver Set (Howard Prods.) Security Systems (Chambertain Mfg.). Security Systems (Chambertain Mfg.). Security Systems (Chambertain Mig.). Sensors, Shock-Detection (Poly-Scientific Div. Litton Inds.). Shear, Power-Pack (H. K. Porter). Sign-Making System (Cole Consumer Prods.). Sodium-Lamp Fixture (Arrem) Solar Generator (Snell Power Fencing). Space Heater, Oil-Fired (Malsbary Mfg.) Spice, Barbed-Wire (Splice It Fence Tool). Stacker, Power-Lift (Crown) Stapler, Pneumatic (Duo-Fast) Steel-Reinforced Film (Keystone Group) Steel Tube (Allied Tube & Conduit) Stock Labels (Marsh Stencil) Transin Contractor's (Warren-Knight) Transin Contractor's (Warren-Knight) Transin Contractor's (Warren-Knight) Transinic Controller (Delta Scientific) Transin Contractor's (Warren-Knight) Transinic Controller (Baker Material Handling) | July Dec. '78 Dec. '78 Aug. Apr. Sept. Oct. Aug. Sept. Vov. '78 Nov. Nov. '78 Apr. Mar. July Sept. Sep | 62 86 60 64 49 81 666 38 40 68 60 550 39 558 64 447 665 666 57 84 66 60 63 37 38 78 46 88 47 65 66 60 60 63 37 87 87 87 88 84 85 85 85 85 85 85 85 85 85 85 85 85 85 | Pakistan Fence Firm Facing Charges Par-Kut Plans Building Perry, Phillip M. Advertising Specialities: The Ads Customers Take Home How Efficient Is Your Telephone System How to Cut Your Energy Costs Psychologist Tells You How to Get More Work Out of Your Employees. Should You Computerize? Peterson Bros. Reorganizes Philippines Asian Bank Starts Publication Building Materials Exhibition Held Construction Materials Prices Up Expects Fencing Materials Price Hike Fences in the Philippines incorporate Foreign Influences Juanito V. Jabat. First Metals Show Held Floods Damage Fences. Imported Freight Surcharge Reduced Luzon Floods Destroy Fences Steel Plant to be Modernized Workers' Wage Hike Seen World Trade Discussed Pioneering for Profits with Steel Fencing—J. R. Coggins. Playgrounds Pool & Playground Equipment Directory Plywood Equivalent To Be Manufactured Pool & Playground Equipment Directory Pope & Talbot Will Close Plant. Portugal: Modern Fences Replacing Gothic Design Product Liability Insurance Portugal: Modern Fences Replacing Gothic Design Product Liability Insurance Porgess Report On Chain Link Promotion to be Given Prose, Leonard Prose, Leonard Proye, Leonard Proye, Cut of Your Employees Philippines Proyel Leonard Porty Lability Tells You How to Get More Work Out of Your Employees Philippines | June 39 Aug. 12 Nov. 20 Apr. 43 Oct. '78 11 July 38 Mar. 30 Jan. 62 Nov. 41 Oct. '78 42 Sept. 51 Oct. 28 Aug. 36 Aug. 36 Apr. 28 June 34 Nov. 40 Oct. '78 42 Feb. 39 Aug. 36 Apr. 28 June 34 Nov. 40 Apr. 62 Mar. 34 Apr. 62 Mar. 34 Apr. 62 Agr. 34 Nov. 43 Apr. 62 Agr. 34 Oct. '78 39 Feb. 23 Oct. '78 39 Oct. '78 11 Apr. 6 | South Korea Consortium Wins Middle-East Fence Bid Seeks Elimination of Tariff Southern Steel & Aluminum Opens New Branch Soviet Union Fence Output Grows Issues Shipping Threat Likes Electric Gates. Spain Fence Uniffication Effort Falls Heavy Trucking Expenses. Special Guide to Materials Handling Equipment Specifications for Construction: Farm Fence. Specifications for Construction of Tennis Court Fencing: Vinyl-Clad Chain Link. Specifications for Construction of Tennis-Court Fencing: Vinyl-Clad Chain Link Specifications for Construction of Tennis-Court Galvanized Chain-Link Fencing Sylications for Construction of Tennis-Court Fencing Sylications for Construction for Tennis-Court Fencing Sylications for Construction for Tennis-Sylication for Construction | Nov. 14 Sept. 50 May 55 June 44 July 54 Jan. 62 Sept. 51 Nov. '78 40 Feb. 47 May 20 July 30 July 34 Dec. 75 Sept. 36 Sept. 49 Sept. 36 Mar. 21 Jan. 45 Jan. 59 Oct. '78 23 Dec. 28 May 55 Oct. '78 36 Mar. 30 Oct. '78 36 Dec. '78 78 Sept. 11 July 22 |

| Construction Cales Makens by Tune of | | | Else and Burgles Alarm Equipment | | | Strikes Cost More Than You Think Re- | |
|---|---------------|----|---|--------------|----|--|------------------------|
| Survey 1979: Sales Volume by Type of Fence | Sept. | 12 | Fire and Burglar Alarm Equipment (Alarm Supply Co.) | Dec. | 82 | print (Imberman & DeForest) | Aug. 31 |
| Fence | | | Fire-Retardant Treated Plywood & Lum- | Sant | 66 | Structural Design & Load Valves Cata- | |
| ume by Population Density | July | 20 | Getting the Most Out of Your Table Saw, Drill Press, Band Saw (Rockwell | Sept. | 35 | log (Simpson) | Mar. 31 May 56 |
| Suppliers | July | 13 | Intl.) | Feb. | 42 | Surveying & Drafting Supply Catalog | |
| & Dealer Market Survey: Section Two, | | | Hand Tool Safety: Guide To Proper Use (Hand Tools Institute) | Oct. | 54 | (Warren-Knight) | |
| Dealers | July | 17 | Heavy-Duty Floor Truck Literature (Union Steel Prods.) | Mar. | 41 | Top Shop For Profit Planning Guide for | Oct. 53 |
| & Dealer Market Survey: How the | | | Hi-Line Catalog (Warehouse Storage Systems) | Oct. '78 | | Countertop Fabrication Trencher Model 2300 Brochure (The | Nov. 46 |
| Fence Industry Divides Business—Bill Coker | July | 7 | How To Plan Parking Areas (Federal | | | Charles Machine Works) | May 57 |
| What Happened in '78 | Dec. '78 | 16 | Signal Corp.) | Oct. | 54 | Tubular Steel Fence Framework Bulletin (Wheatland Tube) | July 69 |
| Aluminum Fences Gaining Popularity Trade Fair Participation Stressed | Nov. | | Crane) | Apr. | 64 | Walkie Reach Stacker Brochure (Crown) | Feb. 42 |
| Road Fencing Increases | | | Éngineering) | Apr. | 64 | Wire Cos. Of No. America Directory | Nov. '78 42 |
| Swimming Pools Fence Sales Expected to Climb with | | | Identification Catalog (Name Plate Corp.) | Dec. | 81 | Wire Rope Bulletin (Macwhyte) Woodworking Tools Catalog (Shop- | Sept. 55 |
| Pool Projections for '79-William P. | June | 10 | Industrial Handrail Systems Brochure (Dravo) | July | 67 | zinc Coating Weight Test Results (Arm- | Jan. 61 |
| Markert NSPI Meets in Atlanta—Leslie King | Jan. | 37 | internal vibrators Brochure (wacker) | Aug. | 32 | co) | Nov. '78 42 |
| Pool & Playground Equipment Directory | Sept. June | | International Trends & Developments of Importance to the Metrication Plans of the U.S. Construction Community Re- | | | Trade Show Marketing Should Be Considered In Advertising—Don Vaughn Trucks | Nov. 25 |
| | | | port (Natl. Bureau of Standards) Lift Hoists Brochure (Coffing) | Feb. | | Getting the Most Out of Your Trucks-Ken Kelley | Oct. '78 18 |
| . Т | | | Lift Trucks and Attachments (Cater- | | | Turkey | |
| Taiwan | | | pillar) Lift Truck Obsolescence Survey (Clark | Nov. | 40 | Painting of Old Fences Required | Dec. 76 39 |
| Exports Unaffected by Diplomatic Re- | Mar. | 34 | Equipment) | May | 56 | U | |
| Fence Manufacturers Told To Modern- ize | | | (Caterpillar) | Oct. | 55 | Uganda | |
| Fencemen Uncertain on U.S. China | | | Liquidation Sale Brochure (Gavlick Ma- chinery) | Oct. '78 | 47 | Suspends Fence Exports | Sept. 50 |
| Pipes for Fencing | Feb. Dec. | | Maintenance/Construction Work Plat- forms Brochure (Economy Engineer- | | | Woodbury | Nov. 20 |
| Price Tags on Fences Mandated Steel Fences Exported to Hong Kong | Dec. '78 | 39 | ing) | Jan. | 60 | U.S. Steel Supply Div. of U.S. Steel Plans New Facility | Jan. 59 |
| Taking A Look at New Orleans-Leslie | | | Manufacturing Locations & Facilities Booklet (Keystone Group) | July | 69 | Plans New Facility | Mar. 32 |
| Taxes | Jan. | 26 | Material Handling Equipment Catalog (Reel-O-Matic Systems) | Oct. | 55 | New Plant | Mai. 32 |
| Courts Approve Investment Credit for Protective Fencing—Julian Block | Aug. | 24 | Metal Rolling Doors Brochure (Rich- | | | V | |
| Taylor, Mary | | | Ards-Wilcox) | Oct. '78 | 47 | Varied Media Used to Promote Chain | |
| The Wooden Gate Shop Thailand | July | 26 | Modernization Manual for Överhead Cranes (Harnisohfeger P&H) | Apr. | 64 | Link Fabric to Consumer | Jan. 66 |
| Highway Fencing Considered | | | Nailers Booklet (Paslode) | May | 57 | Should Be Considered In Advertising | Nov. 25 |
| Proposed Fence Ordinance Opposed | Dec. '78 | 38 | 1979 Tool Catalog (Ames) | Nov. | | Venezuela Fence Construction Costs Up | Aug. 36 |
| Things To Do In Las Vegas—Nancy Snell 3,244 Fence-Related Injuries Reported | Nov. '78 | 32 | Operating Tips Instruction Cards (Charles Machine Works) | | | View From Here-Blanche Blackwell | Nov. '78 21 |
| Tips for Showtime—Lynne McCarty Tips on Buying & Use of Air-Operated | Dec. | 20 | Outdoor Windscreens for Tennis Courts | 140V. 76 | 46 | w | |
| Staples | Jan. | | (U.S. Tennis Court and Track Builders Assn.) | Aug. | 32 | | |
| Tips on Hand-Tool Use | Aug. 1 | | Parts Support Is Reason Enough (Cat- | | | Wallace, James Ara West Germany | |
| Tools, Blacksmithing Shop Profits by In- | Apr. | | Picnic Tables, Grills, Playground Equip. | - Oct. | | Asia Supplies Wood Fence Materials Automation Issue Draws Debate | Nov. '78 41 Jan. 62 |
| terest | Jan. | 57 | (Gerber Mfg.) | Oct. | 54 | Good Year for Fence Industry | Feb. 38 |
| Toronto Guide for CFIA Show—Carolyn Manley | | 15 | Witch) | July | 67 | Nigeria Imports Steel Tubes Steel Production Increased | June 45 July 55 |
| Trade Literature ACC 45, Cushion Tire Lift Truck (Allis- | | | Corp.) | Apr. | 64 | Trade Directory Published Woven Plastic Fence Introduced | July 54 Dec. '78 39 |
| Chaimers) | Oct. | 55 | Pneumatic Tire Truck Specs (Allis-Chal- mers) | Mar. | 41 | What Happened in '78 | Dec. '78 16 |
| Welding) | Mar. | 41 | Portable Cut-Off Saw (Wacker Corp.) Portable Hand Hoists Brochure (Ameri- | Oct. | 55 | What's New in Livestock Fencing: Elec- trified Plastic Fencing | May 28 |
| Annual ASTM Standards 1979, Parts 1-5 (ASTM) | Sept. | 54 | can Chain & Cable) | Oct. '78 | 47 | What's New in Farm & Ranch Fencing: High Tensile Farm Fencing | May 26 |
| Aut-O-Dor Booklet (Richards-Wilcox) Big Book Building Industry Guide (Sla- | Aug. | 31 | Portable Cut-Off Saw Brochure (Wacker) | Sept. | 54 | White, Doris Recreational Fencing at Quality Fence | |
| ter Pubs) | Feb. | 41 | Presshears Brochure (Lehman) Priced Metalworking Machinery Stock | Apr. | 64 | Company | June 16 |
| Bolted Frame Storage System Brochure (Palmer-Shile) | May | 57 | List (Gavlick Machinery) | Mar. | 41 | Selling Farm & Ranch Fencing | May 14 Nov. '78 10 |
| Booth Design Guides (Par-Kut Intl.) Builder's Brass Works Catalog | Jan. Apr. | 60 | Problems of Access to Buildings for the Physically Handicapped Booklet | | | Who's Who Published | Dec. 68 Mar. 21 |
| Buyer's Guide to Storage & Work Area | 1 | | (The Stanley Works) Product Liability: The Case for Reform | Jan. | 60 | Wholesale Center Opened | May 55 |
| Equipment Systems, Vol. 41 #1 (Bernard Franklin) | Mar. | 41 | & Proposed Amendments to State | | | Why and How To Market A Fence Busi- ness—Donald Fritz | Nov. 6 |
| Carbide-Tipped Circular Saw Blades Booklet (Omark) | Dec. '78 | 37 | Statutes (Natl. Assn. of Wholesaler- Distributors) | May | 56 | Winge, John—ASTM to Meet in Las Vegas | Dec. 24 |
| Cast Aluminum Name Plates for the | | | Protective Eyewear Guide (American Optical) | Feb. | | Wire Association Convention Audited WMMA | Oct. 52 |
| Fence Industry Catalog (Custom Foundry Prods.) | Aug. | 32 | Reading Blueprints (Industrial Media) | Aug. | | Woodworking Tools Boom | Sept. 49 |
| Check Valves Brochure (Harris Calorific) | | 56 | Reducing Energy Costs in Wholesale Distribution (Nat. Assn. Wholesalers) | Oct. | 53 | Women In the Industry—Leslie King and Cynthia Meals | Dec. 46 |
| Chromates (3M Plating) | Nov. | | Redwood Swing Sets Brochure (Southern Woodcraft) | July | 69 | Wood & Link Fence Co. Announces New | June 39 |
| Comparison of Tube Weld Boxes Bro- chure (TESGO) | May | 57 | Hererence Guide for Litting Sling Users | | | Wood Fence Panels As Sound Barriers | Mar. 18 |
| Complete Tamper-Proof Fastening Systems (Guard Nut Inc.) | Nov. | | Folder (Marino Systems) | Jan. Dec. | | Wood Post Shortage Possible?—Tom Ridgeway Osmose | Mar. 15 |
| Condensed Catalog (Crown) | May | 57 | Safety Products Catalog (Norton Co. Safety Products) | Dec. | | woodbury, Chuck-Unusual and Unique | |
| Custom Metal Fabricator (Cleco Mfg.) Custom Molds and Frames (Cleco Mfg.) | Dec. | | Safety Supplies (Interex) | Oct. '78 | 47 | in Fencing | Nov. 20 July 26 |
| Cutting-Torch System Brochure (Petrogen) | | | Seton Name Plate 1978 Catalog Side Shifter Lift Truck (Clark Equip- | Oct. '78 | 4/ | Woodworking Tools Boom | Sept. 49 |
| Diesel Pneumatic Tire Trucks (Clark | | | ment) 'Signs & Labels Catalog (Seton Name | Dec. | 82 | V V 7 | |
| Equip. Co.) Effective Financial Management (Nat. | Nov. | | Plate) | July | 67 | X, Y, Z | |
| Asso. Wholesalers) Electric Chain Hoists Brochure (P & H). | Oct. '78 | 47 | Specialty Nail Chart (Dickson-Weath- erproof Nail) | Mar. | 41 | Yellow Pages Number One for Install- ers—Leslie King | Aug. 16 |
| Fastening Air-Tool Catalog (Black & Decker) | Jan. | | Stand-Up Rider Lift Trucks Brochure | July | | ers—Leslie King | |
| rence Droppers & Spacers Booklet (Py- | | | Steel Fittings Catalog (W. H. Downey) | Oct. | | ment-Louis Hohenstein | D |
| nari (Iominees) Fence Protection System Brochure | Apr. | | Stock Components for Architectural Metal Work Catalog (Julius Blum) | Dec. '78 | 37 | Part II | Dec. '78 28 Jan. 41 |
| (Poly-Scientific) | Sept. | 54 | The Story Behind Low-Pressure So- dium Lighting (No. American Philips | | | Your Business Checking Account—Louis Hohenstein | Apr. 46 |
| Directory (Gavlick Machinery) | Nov. '78 | 42 | Lighting) | Aug. | 32 | Youth in Industry | Jan. 78 |

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